US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Schreiber Foods, Inc.
PARTNER/VAD NAME:

SECTION I - Approval Requests:

New Request 22-May-2003:
HQAPP:

1. Two Year 63% price hold, 50K minimum purchase, on the following technology including Database Enterprise Addition, Real Applications Cluster, Partitioning, Diagnostic Pack, Tuning Pack, Change Management Pack, Internet Application Server Enterprise Addition, Internet Developer Suite, Discoverer Desktop Edition, Jdeveloper, Programmer, Collaboration Suite, Files, Email, Express Server, Express Analyzer.
2. Two year 63% price hold, 50K minimum purchase, on the four types of E-Business Suite Users including Professional Users, Professional Users External Usage, Employee Users, Non Employee User External Usage plus the following applications including payroll, iRecruitment, electronic orders, transportation, advanced supply chain planning, constraint based optimization, inventory optimization, global order promising, demand planning, collaborative planning, supply chain intelligence, EAM Self-Service User, sourcing, exchange marketplace, product development, activity based management, balanced scorecard, tutor for applications, self-service tutor for applications, & ilearning.

Customer has indicated they will sign this deal on Friday, May 23rd if we can increase price hold by 3 pts in discount. Previously approved at 60%.

Approved by HQAPP on 21-May-2003::

1. 75% initial discount on E-Business Suite Professional Users
2. 75% initial discount on Electronic Orders.
3. Two Year 60% price hold, $50K minimum purchase, on the following technology including Database Enterprise Addition, Real Applications Cluster, Partitioning, Diagnostic Pack, Tuning Pack, Change Management Pack, Internet Application Server Enterprise Edition, Internet Developer Suite, Discoverer Desktop Edition, Jdeveloper, Programmer, Collaboration Suite, Files, Email, Express Server, Express Analyzer.
4. Two year 60% price hold, $50K minimum purchase, on the four types of E-Business Suite Users including Professional Users, Professional Users External Usage, Employee Users, Non Employee User External Usage plus the following applications including: Payroll, Time & Labor, iRecruitment, Electronic Orders, Transportation, Advanced Supply Chain Planning, Constraint Based Optimization, Inventory Optimization, Global Order Promising, Demand Planning, Collaborative Planning, Supply Chain Intelligence, **EAM Self-Service User**, Sourcing, Exchange Marketplace, Product Development, Activity Based Management, Balanced Scorecard, Tutor for Applications, Self-Service Tutor for Applications, iLearning, iStore, Release Management.

Approved 5/19/2003
  HQAPP Requests:
  1. Leverage E-Business Suite packaging and pricing as the starting point as listed on March 7, 2003 E-Business Global Price List.
  2. 75% initial Discount on new E-Business Suite Employee Users to support self-service applications of approximately 3,498 total once the migrated E-Business
  Professional Users & Employee Users are migrated in.
  3. 75% initial discount on Payroll.

GOVERNMENT EXHIBIT
P1036

v.1

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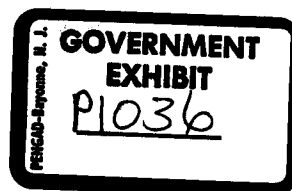
4. 75% initial discount on: Database Enterprise Edition, Tuning Management Pack, Diagnostic Management Pack, and Change Management Pack.

5. Two Year 50% price hold, $50K minimum purchase, on the following technology including Database Enterprise Edition, Real Applications Cluster,

Partitioning, Diagnostic Pack, Tuning Pack, Change Management Pack, Internet Application Server Enterprise Edition, Internet Developer Suite, Discoverer

Desktop Edition, Jdeveloper, Programmer, Collaboration Suite, Files, Email, Express Server, Express Analyzer.

6. Two year 50% price hold, $50K minimum purchase, on the four types of E-Business Suite Users including Professional Users, Professional Users External

Usage, Employee Users, Non Employee User External Usage plus the following applications including payroll, time & labor, iRecruitment, electronic orders,

transportation, advanced supply chain planning, constraint based optimization, inventory optimization, global order promising, demand planning, collaborative

planning, supply chain intelligence, EAM Self-Service User at $495 List Price, sourcing, exchange marketplace, product development, activity based

management, balanced scorecard, tutor for applications, self-service tutor for applications, ilearning, istore, release management.

Previously approved requests (include date of approval):

The following was all approved on March 28, 2003, with Joyce Westerdahl approving #3.

1. Customer Reference verbage that was in their Feb. 16, 2001 Ordering Document that said " *Oracle may refer to Customer as a customer in sales presentations, marketing vehicles and activities with prior written consent from Customer.*

2. Software maintenance increase not to increase by more than 5% annually for three years.

3. Nonsolicitation = Oracle and customer agree that for a period of 1 year from the effective date, neither shall solicit for employment or retention as an independent contractor any employee or former employee of the other who provided input on the licensing sale process. "Solicit" shall not be deemed to include advertising in newspapers or trade publications available to the public. In the event that one of the aforementioned entities solicits an employee of the other in violation of this paragraph, the entire liability of the soliciting entity and the exclusive remedy for the nonsoliciting entity shall be payment of ten thousand dollars ($10,000) to the nonsoliciting entity by the solicitying entity.

The following was approved on May 19, 2003 by HQAPP:

4. Leverage E-Business Suite packaging and pricing as the starting point as listed on March 7, 2003 E-Business Global Price List.

5. 75% initial Discount on new E-Business Suite Employee Users to support self-service applications of approximately 3498 total once the migrated E-Business Professional Users & Employee Users are migrated in.

6. 75% initial Discount on Payroll.

7. 75% initial Discount on Database Enterprise Edition, Tuning Management Pack, Diagnostic Management Pack, and Change Management Pack.

8. 4% extended migrated discount totaling 29% on professional users.

9. 10% extended migrated discount totaling 35% on electronic orders.

SECTION II – Deal Summary:

Deal Summary					
Programs	Applications:	Each	List	Discount	Net

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	464　E-Bus. Prof. Users 143,542. Migrated from previous License	$ 224,464.	$ 80,922	$
	500 E-Bus. Professional Users 500,000.	$4000. $2,000,000.	$1,500,000.	$
	25000 Electronic Orders	$ 2.00 $　50,000	$　37,500.	$ 12,500.
	2998 E-Bus. Employee Users 299,800.	$400. $1,199,200.	$ 899,400.	$
	3600 Payroll Persons	$　60. $216,000.	$ 162,000.	$ 54,000.
	5 Database Enterprise 50,000. Edition	$ 40,000. $200,000.	$　150,000.	$
	5 Tuning Mmgt. Packs 3,750.	$　3,000. $　15,000.	$ 11,250.	$
	5 Diagnostic Packs 3,750.	$　3,000. $　15,000.	$ 11,250.	$
	5 Change Mmgt. Packs 3,750.	$　3,000. $　15,000.	$ 11,250.	$
License Discount	75%　(ebiz + 50%)			
Support Discount	75%　(ebiz + 50%)			
Comp & Admin Discount				
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO			
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO			
Support Options/Holds	Software maintenance increase not to increase by more than 5% annually for three years.			
Price Holds	Two Year 60% price hold, 50K minimum purchase, on the following technology including Database Enterprise Addition, Real Applications Cluster, Partitioning, Diagnostic Pack, Tuning Pack, Change Management Pack, Internet Application Server Enterprise Addition, Internet Developer Suite, Discoverer Desktop Edition, Jdeveloper, Programmer, Collaboration Suite, Files, Email, Express Server, Express Analyzer. Two year 60% price hold, 50K minimum purchase, on the four types of E-Business Suite Users including Professional Users, Professional Users External Usage, Employee Users, Non Employee User External Usage plus the following applications including payroll, time & labor, iRecruitment, electronic orders, transportation, advanced supply chain planning, constraint based optimization, inventory optimization, global order promising, demand planning, collaborative planning, supply chain intelligence, EAM Self-Service User, sourcing, exchange marketplace, product development, activity based management, balanced scorecard, tutor for applications, self-service tutor for applications, ilearning, istore, release management.			

List License	$ 3,934,664.
List Support	$ 865,626
List Comp & Admin	N/A
Net License	$ 1,071,092
Net Support	$ 561,912
Net Comp & Admin	N/A
Net Total Price	$ 1,633,004
Price List Used	March 7, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	Yes, 50% for following Technology from Schreiber's Contract dated February 16, 2001. - Discoverer desktop edition, express server, database enterprise edition, diagnostic pack, tuning managemnet pack, change management pack, internet application server enterprise edition, management pack for applications, internet developer suite. Yes, 50% for following Applications from Schreiber's Contract dated February 16, 2001. - istore, order management line items, advanced pricing line items, purchasing, process manufacturing, isupport, teleservice, financials, financial and sales analyzers, edi gateway, payroll, internet expenses, human resources.
Date of Price List for price hold	February 16, 2001
When does price hold expire?	February 16, 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	See above
Name of Agreement if applicable	Order Document dated Feb. 16, 2001

SECTION III - Justification:

Total deal has grown to $1 million new license net. Also Schreiber is forecasting a need for 1,300 more professional users in the next 12 months.

Schreiber Foods has been a loyal Oracle Technology and Applications customer for two years and have been very patient with all the quality problems with 11i. They have and will continue to take reference telephone calls and site visits for the E-Business Suite including Trade Management and Collections of which not many references exist.

This transaction will lock out Peoplesoft from continuing their selling efforts in the Payroll & H/R space, I2 and Manugistics in the supply chain planning space, Get Paid in the Trade Management and Collections space, and Maximo in the plant maintenance space.

Negotiations on this transactions stopped at Schreiber on May 1, 2003 because Larry Ferguson, Schreiber's CEO felt the current proposal was too high which then let the above competitors back in. Oracle and Schreiber have since agreed on the above it will will bring in 1.5 million dollars of new license and support to Oracle in May 2003 plus keep the above competitors out.

The current E-Business Suite model is of much more value to Schreiber than the recently released model. However Schreiber does not have the people resources to roll out their continued plans until 2004, but are willing to make this license and support investment in order to leverage the current E-Business Suite licensing model.

Recommendation: (*leave blank for HQAPP to fill out*)

Submitted By:
Gary Anderson, Applications Account Manager, Office = 608-781-5005, Cell 608-386-1074,
                    gary.anderson@ oracle.com
Tom Marth, Regional Applications Manager, Office = 513-629-2226, Cell 513-543-6706, tom.marth@oracle.com

R: (*leave blank for HQAPP to fill out*)
C:
L:
A:
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	May 16, 2003
Opportunity I.D. (OSO Number):	922727
Is this a ship order?	__X__ Yes _____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____ Yes __X__ No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____ Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__ No
Quote Valid Through (insert date):	May 30, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees_____

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VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	____Yes ____No ____Applications Affiliate Fee ____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	_X_ Yes ____ No
PREMIUM SERVICES:	____Yes _X_ No
INCIDENT PACKS:	____Yes _X_ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	____Yes _X_ No
Payment Terms:	_X_ Net 30 ____Other (Specify)_____
Referenced Agreement:	_X_ New OLSA ____Other (Specify)_____

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Schreiber Foods, Inc.
Business Address:	425 Pine Street
City / State / Zip:	Green Bay, Wisconsin 54307
Customer Contract Admin:	Fred Parker
Phone #:	920-455-6207
Fax #:	920-455-2226
E-mail ID:	Fred.parker@sficorp.com
Billing Contact:	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	**Same**
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Tom Andreoli
Address:	425 Pine Street
City / State / Zip:	Green Bay, Wisconsin 54307
Phone #:	920-455-6049
Fax #:	920-455-2232
Email ID:	**Tom.andreoli@sficorp.com**
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)	
Education Prepaid Credit Amount:	$
Education Discount:	____%
Education Revenue:	$
Education Sales Rep:	Larry Marty, Office = 952-897-4001, Cell 612-991-7227

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: IBM
OS: AIX
PROGRAMS: AIX

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Applications	
Will applications be modified:	____ Yes X No
Will users be accessing modified Apps from the web:	____ Yes X No
Have all prerequisites been included:	_X_ Yes ____No
Will users use Fast Forward RPM:	____ Yes X No
Will applications be hosted:	____ Yes X No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	3214956, 3364110, 3640443

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Gary Anderson, Office 608-781-5005, Cell 608-386-1074
Technology Sales Manager	Kay Gebhard, Office 414-270-4323, Cell 414-507-0929
Account Manager	
OracleDirect Rep	Marco Pasquini for Technology, 905-501-5264 Kevin Pinch for Applications, 905-501-2034
Education Sales Rep	Larry Marty, 952-897-4001
Support Renewals Rep	Tracie Hudson, 719-757-4120
Premium Support Rep	Tracie Hudson, 719-757-4120
Migrations Manager	Neal Menon, 916-315-5021
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _X_ No
Requester:	Name: Gary Anderson Business Telephone: 608-781-5005 Cell Phone: 608-386-1074

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